

Federal Supply Service

Authorized Federal Supply Schedule Price List

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!®, a menu-driven database system. The INTERNET address for GSA Advantage!® is: GSAAdvantage.gov.



Multiple Award Schedule

FSC Group: Professional Services FSC Class: R408

Contract Number: 47QRAA18D009D

*For more information on ordering from Federal Supply Schedules go to:
The GSA Schedules page at GSA.gov.*

Contract period: May 15, 2018 – May 14, 2023

APOGEE SOLUTIONS, INC.
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Chesapeake, VA 23320-5173
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Web Address:
<http://www.apogee.us.com>

Contract Administration Source:
Duane K. Little

Business size: Woman Owned Small Business

Price list current as of Modification(s):
Mass Mod: PS-A826 11/11/2020
Terms & Conditions Mod: PS-0009 12/21/2020
Prices Shown Herein are Net (discount deducted)

CUSTOMER INFORMATION:

1a. Table of Awarded Special Item Number(s):

SINs	RECOVERY	SIN TITLE
541330ENG	541330ENGRC	Engineering Services
541380	541380RC	Scientific Management and Solutions - Testing and Analysis
541611	541611RC	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
541715	541715RC	Engineering Research and Development and Strategic Planning
611430	611430RC	Professional and Management Development Training
OLM	OLM/RC	Order-Level Materials

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply: See Page 4 for Pricing Table

1c. Hourly rates and descriptions of all corresponding commercial job titles, experience, functional responsibility and education is provided: See Page 5 for Labor Category Descriptions. All hourly rates shown are firm fixed.

2. Maximum Order: \$1,000,000

3. Minimum Order: \$100

4. Geographic Coverage (delivery Area): Domestic and Overseas

5. Point(s) of production (city, county, and state or foreign country): Same as company address

6. Discount from list prices or statement of net price: Government net prices (discounts already deducted).

7. Quantity discounts: 1.0% off each task order exceeding \$1,000,000.00

8. Prompt payment terms: 1.0% prompt payment discount for each invoice paid within 20 days, Net 30 days. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

9a. Foreign items (list items by country of origin): Not Applicable

10a. Time of Delivery (Contractor insert number of days): To be determined at the Task Order Level

10b. Expedited Delivery: To be determined based on specific request

10c. Overnight and 2-day delivery: To be determined based on specific request

10d. Urgent Requirements: To be determined based on specific request

11. **F.O.B Points(s):** Destination
- 12a. **Ordering Address(es):** Same as company address
- 12b. **Ordering procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), are found in Federal Acquisition Regulation 8.405-3.
13. **Payment address(es):** Same as company address.
14. **Warranty provision:** Standard commercial warranty.
15. **Export Packing Charges (if applicable):** N/A
16. **Terms and conditions of rental, maintenance, and repair (if applicable):** N/A
17. **Terms and conditions of installation (if applicable):** N/A
- 18a. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A
- 18b. **Terms and conditions for any other services (if applicable):** N/A
19. **List of service and distribution points (if applicable):** N/A
20. **List of participating dealers (if applicable):** N/A
21. **Preventive maintenance (if applicable):** N/A
- 22a. **Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants):** N/A
- 22b. **If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at: www.Section508.gov/:** N/A
23. **Data Universal Numbering System (DUNS) number:** 121269968
24. **Notification regarding registration in System for Award Management (SAM) database:** Registered

Service Contract Labor Standards: The Service Contract Labor Standards (SCLS), formerly known as the Service Contract Act (SCA), is applicable to this contract as it applies to the entire Multiple Award Schedule (MAS) and all services provided. While no specific labor categories have been identified as being subject to SCLS/SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCLS/SCA eligible labor categories. If and/or when the contractor adds SCLS/SCA labor categories to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS/SCA matrix identifying the GSA labor category titles, the occupational code, SCLS/SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.

APOGEE (noun): (1) culmination; the greatest point (2) the point in orbit farthest from Earth

The farthestmost point, or Apogee, in a satellite's orbit around Earth results in a "hang time" before gravity pushes the spacecraft with renewed acceleration along its orbit. This is the moment we can see the path taken and the path ahead. During this strategic pause, as change and opportunity continually hurtle towards us, this is the moment we refocus to meet future challenges.

Founded in 2002, APOGEE SOLUTIONS is an award-winning woman-owned small business (WOSB) with a proven track record as a Prime Contractor, specializing in Federal and DoD Allied Health Management; Operations, Training, and Logistics; and Professional Services.

We are passionate about service.

Qualifications: Strong Leadership; in the form of a hands-on management team with a single point of contact to foster an intimate, responsive relationship.

Understanding: Warrior Ethos; our team consists of experts who understand mission accomplishment, professionalism, and who function within a high operations tempo.

Approach: Focused Service; our model, centered on customer requirements with a focus on ISO 9001 quality standards, leads to exceptional results.

People: Pervasive Teamwork; the breadth and depth of individual skills and corporate expertise provide the resources and ability to meet surge and special needs.

APOGEE SOLUTIONS, Inc. Price List

The rates shown below include the Industrial Funding Fee (IFF) of 0.75%.

SIN	Labor Category	5/15/20 - 5/14/21	5/15/21 - 5/14/22	5/15/22 - 5/14/23
541611	Program Manager	\$149.05	\$151.73	\$154.46
541611	Project Manager	\$112.59	\$114.61	\$116.68
541611, 541330ENG	Technical Manager	\$114.05	\$116.11	\$118.20
541330ENG, 541380, 541715	Software Developer/Designer	\$82.15	\$83.63	\$85.14
541330ENG	Logistician	\$63.16	\$64.29	\$65.45
541611, 541330ENG, 541380, 541715	Program Analyst Level I	\$73.36	\$74.68	\$76.03
541611, 541330ENG, 541380, 541715	Program Analyst Level II	\$92.40	\$94.06	\$95.76
541611, 541330ENG, 541380, 541715	Staff Analyst Level I	\$59.11	\$60.17	\$61.26
541611, 541330ENG, 541380, 541715	Staff Analyst Level II	\$95.25	\$96.96	\$98.71
541330ENG	Computer Systems Analyst Level I	\$60.67	\$61.76	\$62.87
541330ENG	Computer Systems Analyst Level II	\$73.36	\$74.68	\$76.03

SIN	Labor Category	5/15/20 - 5/14/21	5/15/21 - 5/14/22	5/15/22 - 5/14/23
541330ENG, 541380, 541715	Operations Research Analyst	\$85.33	\$86.86	\$88.43
541611	Budget Analyst	\$67.16	\$68.37	\$69.60
541330ENG	Engineer	\$89.39	\$91.00	\$92.64
541611, 611430	Instructor Level I	\$62.43	\$63.56	\$64.70
541611, 611430	Instructor Level II	\$76.94	\$78.32	\$79.73
541330ENG	Scientist	\$69.60	\$70.86	\$72.13
541611, 541330ENG	Contract Specialist	\$52.23	\$53.17	\$54.12
541611, 541330ENG, 541380, 541715	Subject Matter Expert Level I	\$108.88	\$110.84	\$112.83
541611, 541330ENG, 541380, 541715	Subject Matter Expert Level II	\$119.79	\$121.94	\$124.14
541611, 611430	Senior Training Analyst	\$53.95	\$54.92	\$55.91
541611, 611430	Training Analyst	\$50.40	\$51.31	\$52.23
611430	Senior Military Analyst	\$66.29	\$67.49	\$68.70
611430	Military Analyst	\$62.15	\$63.26	\$64.40
611430	Operations Specialist	\$43.08	\$43.86	\$44.65
541611, 611430, 541330ENG, 541380, 541715	Technical Writer/Editor	\$38.80	\$39.50	\$40.21

APOGEE SOLUTIONS LABOR CATEGORIES

Labor Category	Minimum Education	Minimum Years of Experience	Position Description/Functional Responsibilities
Program Manager	Bachelors	7	Provides oversight and executive level management for multiple projects/tasks and groups of personnel that could be at different locations. Responsible for ensuring and communicating to the client the overall program status, including all relevant projects and their impact on organizational goals, mission and objectives. May be responsible for managing multiple contracts/task orders, ensures quality standards and work performance on all projects, plans, organizes and oversees work efforts, assigns resources, manages personnel, provides risk management, ensures quality management, monitors overall project and contract performance. Ensures programs are completed on time and within budget. Responsible for delivery of all required customer defined deliverables.

Project Manager	Associates	4	Responsible for the coordination and completion of projects. Oversees all aspects of projects. Sets deadlines, assigns responsibilities, and monitors and summarizes progress of project. Prepares reports for upper level management regarding status of projects. Responsible for staffing, project planning, project financials, and staff direction and oversight. Maintains and manages the client interface at the client project level. Assists the Program Manager as required in managing contact performance.
Technical Manager	Associates	4	Possesses demonstrated knowledge in designated field or discipline. Provides insight and advice concerning task or project strategic direction and outcomes. Participates in the development of solutions by leveraging knowledge of the designated field or discipline. Contributes to the implementation of strategy and helps assess the impact of industry trends, policy, and/or standard methodologies. Directs the activities of Specialists or other staff as necessary on activities related to the specified field or discipline.
Software Developer/Designer	Bachelors	3	Designs, modifies, develops, writes and implements software programming applications. Supports and/or installs software application/operating systems. Participates in the testing process through test review and analysis, test witnessing and certification of software. Familiar with a variety of the field's concepts, practices, and procedures. Performs a variety of complicated tasks including software development, programming, or computer graphics design.
Logistician	Associates	2	Provides life cycle support analyses. Applies familiarity with Government acquisition and logistics guidelines to develop relevant program documentation and other technical reports. Requires familiarity with Government regulations, manuals, technical orders, standards and industry publications related to logistics support.
Program Analyst Level I	Associates	2	Possesses knowledge and experience applying analytic methodologies and principles to address client needs/requirements. Applies analytic techniques in the evaluation of project objectives and contributes to the implementation of strategic direction. Performs functions including data collection, interviewing, data modeling, project testing, and creation of performance measurements to support project objectives. Assists in developing presentations and participates in client meetings.

Program Analyst Level II	Associates	4	Possesses knowledge and experience applying analytic methodologies and principles to address client needs/requirements. Applies analytic techniques in the evaluation of project objectives and contributes to the implementation of strategic direction. Performs functions including data collection, interviewing, data modeling, project testing, and creation of performance measurements to support project objectives. Develops and presents presentations and directly supports client meetings.
Staff Analyst Level I	Associates	3	Demonstrated knowledge of analytical principles to support research and analysis tasks. Responsible for capturing and recording requirements, establishing proper communications channels, identifying risks and assist in developing contingencies, develop evaluation criteria, create performance measures and assist in estimating costs for project tasks.
Staff Analyst Level II	Associates	6	Demonstrated comprehensive knowledge of analytical principles to support complex research and analysis tasks. Responsible for capturing and recording requirements, establishing proper communications channels, identifying risks and develop contingencies, develop evaluation criteria, create performance measures and develop estimate costs for project tasks.
Computer Systems Analyst Level I	Associates	3	Assists in the planning and engineering of an organization's computer systems infrastructure. Includes the implementation and design of hardware and software. Assists in the performance of computer systems. Familiar with standard concepts, practices, and procedures within a particular field. Demonstrates knowledge in a variety of computer fields.
Computer Systems Analyst Level II	Associates	6	Responsible for the planning and engineering of an organization's computer systems infrastructure. Includes the implementation and design of hardware and software. Monitors the performance of systems. Demonstrates expertise in a variety of the field's concepts, practices, and procedures. Relies on extensive experience and judgment to plan and accomplish goals.

Operations Research Analyst	Bachelors	7	Responsible for collecting and analyzing data to evaluate operational difficulties and make recommendations to solve problems. Develops and follows established modeling and evaluation processes to determine the effectiveness of current operational activities and to determine problem areas and develop solutions. Familiar with a variety of the field's concepts, practices, and procedures. Experience in a quantitative discipline, such as economics, mathematics, or statistics.
Budget Analyst	Associates	2	Analyzes accounting records to determine financial resources required to implement and make recommendations for budget allocations to ensure conformance to budgetary limits. Responsible for reviewing contract/task/project operating budgets periodically in order to analyze trends affecting budget needs. Requires knowledge in financial management, Government accounting, and budgeting fields.
Engineer	Bachelors	3	Responsible for design, development, implementation, and analysis of technical products and systems. Demonstrated knowledge of Government regulations, manuals, technical orders, standards, and industry publications related to a variety of disciplines. Recommends alterations to development and design to improve quality of products and/or procedures. Performs a variety of complicated tasks.
Instructor Level I	Associates	2	Assists other instructors in organizing, preparing, and conducting classroom technical training; may deliver independent classroom training and assist in training analysis activities as directed.
Instructor Level II	Bachelors	4	Instructs and assists other instructors in organizing, preparing, and conducting classroom technical training and development programs; delivers independent classroom training; assists in training analysis activities. Responsible for certain aspects of technical training programs.
Scientist	Associates	3	Assumes lead role in various research projects. Proposes, plans, organizes and executes experiments and research. Interprets results from multiple sources using a variety of techniques. Summarizes findings in reports and communicates results. Interacts with other scientists within and outside of the organization.

Contract Specialist	Associates	1	Assists in the preparation of contractual provisions and the administration of contract proposals. Responsible for preparing bids and negotiating specifications and contractual provisions. Knowledge of all phases supporting Government acquisition processes.
Subject Matter Expert Level I	Bachelors	5	Performs work requiring in-depth knowledge and understanding of a particular field or technical discipline. Conducts independent, complex analysis, concept formulation, and application of new methods. Demonstrated ability to perform as a recognized expert in specifications and/or utilization in given domain, lead and contributes in the analysis, specification, design, development and implementation/integration of requirements and potential to serve as a project lead.
Subject Matter Expert Level II	Bachelors	12	Performs work requiring in-depth knowledge and understanding of a particular field or technical discipline. Conducts independent, complex analysis, concept formulation, and application of new methods. Demonstrated ability to perform as a senior level expert in specifications and/or utilization in given domain, lead and contributes in the analysis, specifications, design, development and implementation/integration of requirements and potential to serve as a project or program lead.
Senior Training Analyst	Bachelors	5	Perform a variety of senior level training analytical duties as related to military training activities or military school in a related discipline. Conduct required types of training analysis in order to determine training needs, requirements, and standards. Training analysis includes but is not limited to the conduct of needs, mission, job, task, cost, and feasibility analysis. Analysis requires the performance of various forms validation based upon the complexity and sensitivity of the subject matter, organization, or occupation.
Training Analyst	Bachelors	1	Perform a variety of training analytical duties as related to military training activities or military school in a related discipline. Assist with required types of training analysis in order to determine training needs, requirements, and standards. Training analysis includes but is not limited to the conduct of needs, mission, job, task, cost, and feasibility analysis. Analysis requires the performance of various forms validation based upon the complexity and sensitivity of the subject matter, organization, or occupation.

Senior Military Analyst	Masters	12	Perform senior level analytical duties as related to military operations, doctrine, concepts, materiel acquisition process or force development. Professional experience required in military operations including service at a Division, Corps, in-theater Army, Coalition or Joint Headquarters.
Military Analyst	Bachelors	5	Perform analytical duties as related to military operations, force design, and/or military programs and management. Conduct research to integrate and implement training concepts and strategies, to determine applicability of emerging educational technology or methods for improving instruction.
Operations Specialist	Bachelors	3	Perform military level tasking and operations order preparation, order dissemination and tracking. Assist with client briefings and meetings with military staff.
Technical Writer/Editor	Bachelors	3	Collects and organizes technical, management and administrative information required for preparation of various manuals, training materials, guides, proposals, and reports. Writes a variety of technical articles, reports, brochures, and/or manuals for documentation for a wide range of uses. Leads and performs technical and other types of writing.

Experience Substitution Methodology:

H. S. Diploma + 4 years additional experience Equals Bachelor's Degree.
Bachelor's degree + 2 years additional experience Equals Master's Degree.
Master's Degree + 3 years additional experience Equals Doctorate Degree.

Education Substitution Methodology:

A Doctorate Degree may be substituted for 3 years of required experience with a Master's Degree or 5 years with a Bachelor's Degree.
A Master's Degree may be substituted for 2 years of required experience with a Bachelor's Degree.
A Bachelor's Degree may be substituted for 4 years of required experience with a H. S. Diploma.